

# Caching Mechanism for Embedded Analytics

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**CRM OnDemand**

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**Today's Calendar**
[New Appointment](#)

**Start Time**

**Subject**

**Open Tasks**
[New Task](#)

**Due Date**

**Priority**

**Subject**

**Alerts**

**New Leads**
[New Lead](#)

**Pipeline Quality for Current Quarter**

Generating analysis... Click [here](#) now to view the results.

**Open Tasks**

Due Date	Priority	Subject
18/09/2003	↓	Set up meeting in November
22/09/2003	↓	Email response to customer
03/10/2003	↓	Test
03/10/2003	↓	test
03/10/2003	↓	6
19/10/2003	↑	Call to review current product inventory
10/11/2003	↑	SL TEST

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**New Leads**

- Kevin Smith @ Foobar Associates 6
- Kevin Smith @ Foobar Associates 5
- Erika Haven
- Anne Smith @ Alberta Industries
- S Lloyd Lead Test

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**SIEBEL**  
eBusiness

Fig 1

Time	Subject
12:30 PM - 1:30 PM	J & F Enterprises - Lunch
5:30 PM - 6:30 PM	Phone status check

View Calendar

Due Date	Subject
08/13/2003	Send Brochure
08/14/2003	Schedule Appt
08/15/2003	Call to review quote
08/15/2003	Call to review final terms
08/15/2003	Call - Brochure Follow-up
08/15/2003	Call - Follow-up
08/15/2003	Send request to fulfillment

Show Full List

- Submit Quarterly Reviews
- Review 401K changes
- Show Full List

- Paul Burgess @ Acme
  - Bill Toms @ Fun City Games
  - Tim Smith @ Birch Equipment
  - David Duval
  - Tiger Woods @ Birch Equipment
- Show Full List

Pipeline Quality	Opportunity Revenue
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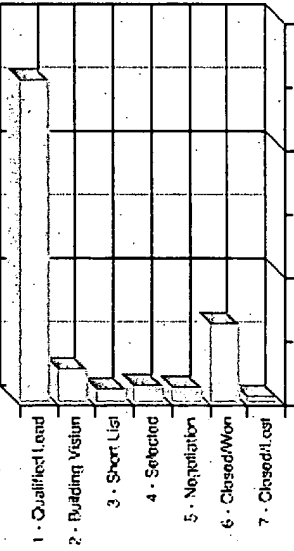


Fig 2

300

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#### Opportunity Lists

- [All Closed Opportunities](#)
- [All Large Opportunities](#)
- [All Opportunities](#)
- [All Recently Created Opportunities](#)
- [All Recently Modified Opportunities](#)
- [My Forecasted Opportunities](#)
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#### Recently Modified Opportunities

- [Large SFA Deal](#)
- [Opp 7 afung iDuffy](#)
- [Opp 6 admin iDuffy](#)
- [Opp 1 admin iDuffy](#)
- [HERE IT IS](#)
- [Checking Reports](#)
- [Opp 2 afung iDuffy](#)
- [Opp 1 afung iDuffy](#)
- [Opp 9 afung iDuffy](#)
- [Opp 8 afung iDuffy](#)
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#### Opportunity-Related Tasks [NEW TASK](#)

[Due Date](#) [Subject](#) [Opportunity](#)  
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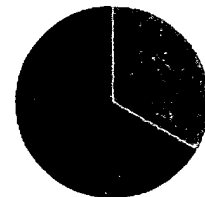
#### Pipeline Analysis For Current Quarter

For current Quarter:

[Opportunity Revenue](#) [Region](#)

302

303



Central

Figure 3

301

4010

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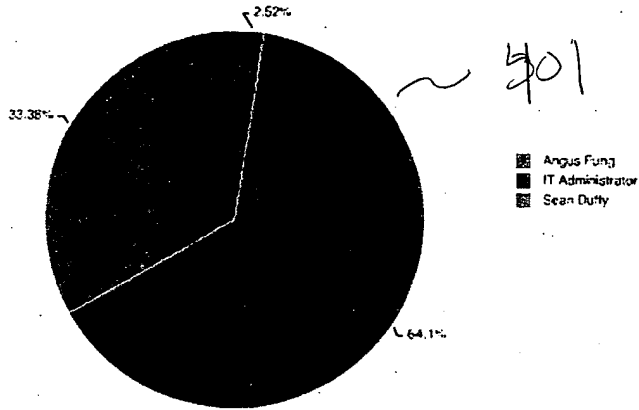
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Pipeline Analysis

Fiscal Quarter Fiscal Year

Employee Name Opportunity Revenue



Employee	Opportunity Metrics
Employee Name	Opportunity Revenue
Angus Fung	\$7,539
IT Administrator	\$192,042
Sean Duffy	\$100,000

Fig 4

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Dashboard Type **Pipeline** **500** ~ 501

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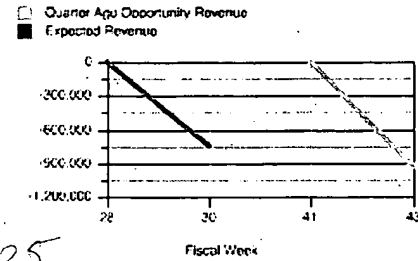
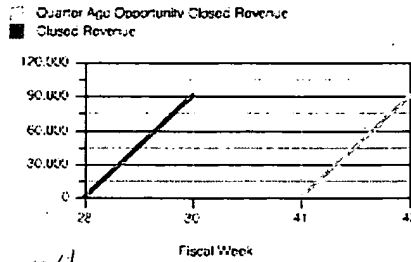
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Evaluate your expected and closed sales against historical data. Next, review the quality and distribution of your pipeline to identify new strategic focus areas.

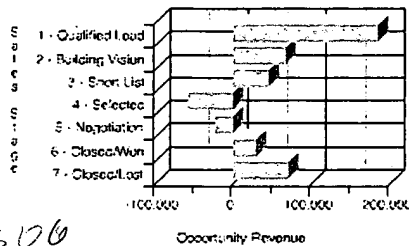
Fiscal Quarter Fiscal Year Industry Deal Size **Go** ~ 502

Quarter Ago Opportunity Revenue Expected Revenue



Display by: Opportunity Revenue

Display by: Region



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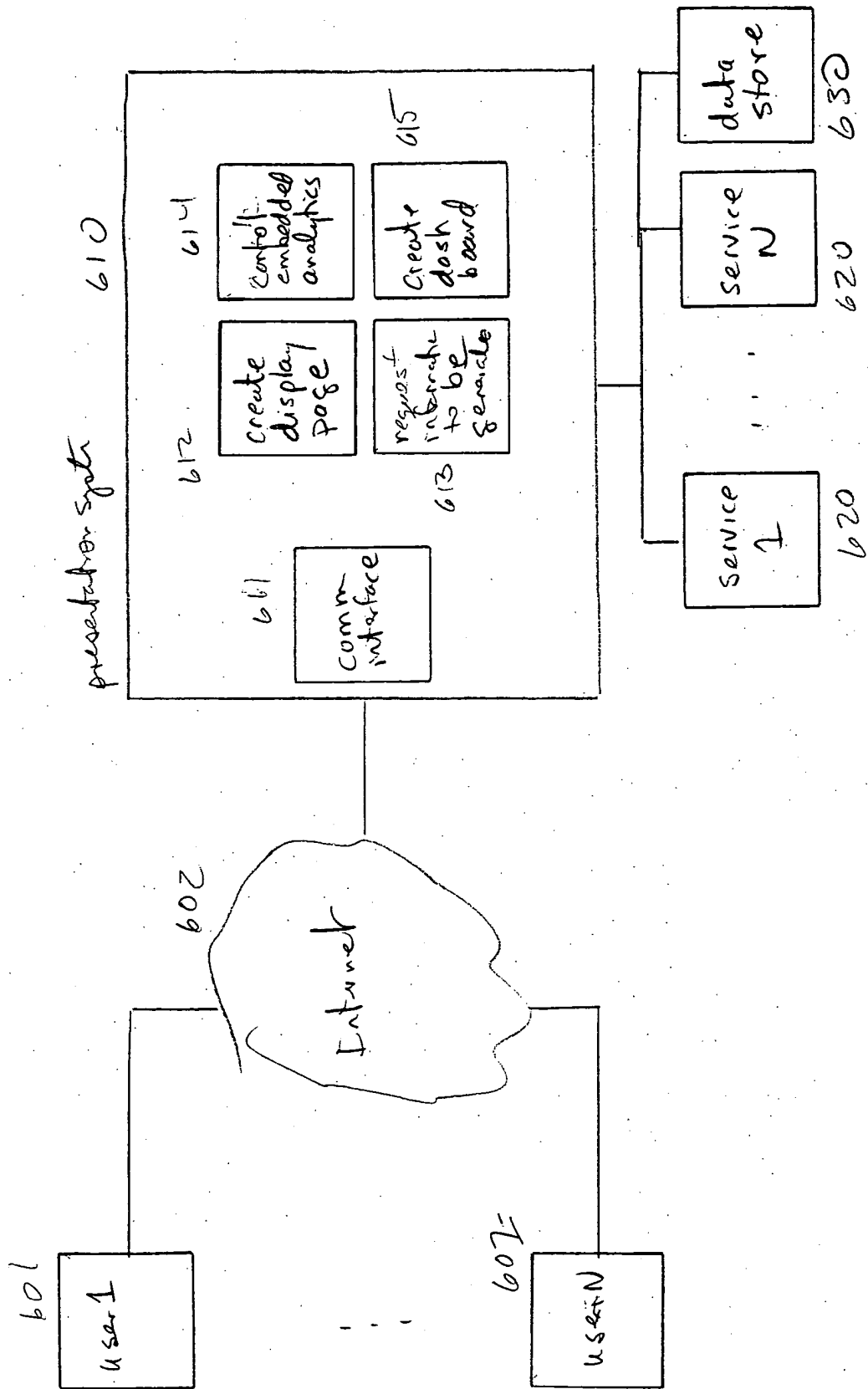


Fig 6

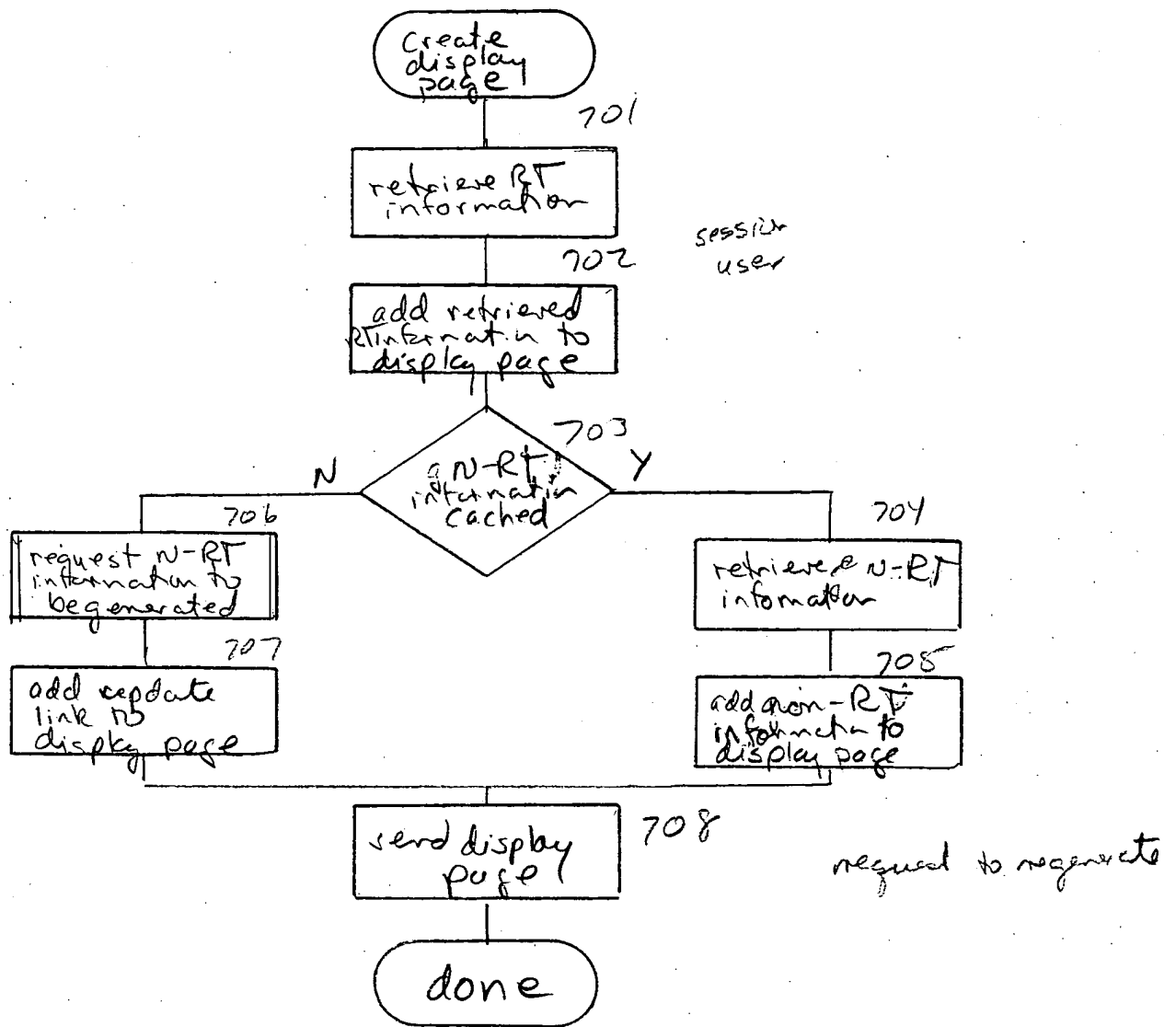


Fig 7

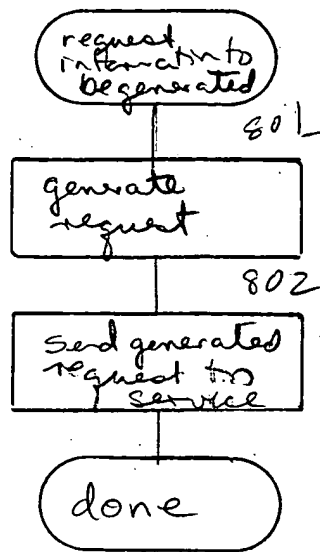


Fig 8

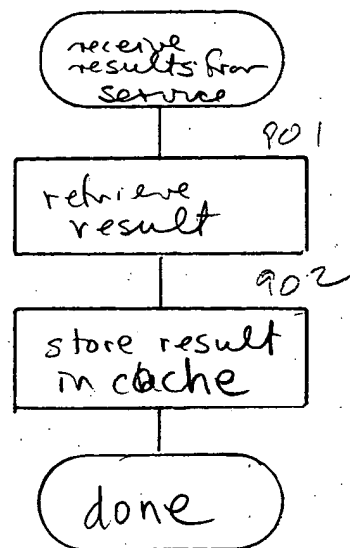


Fig 9



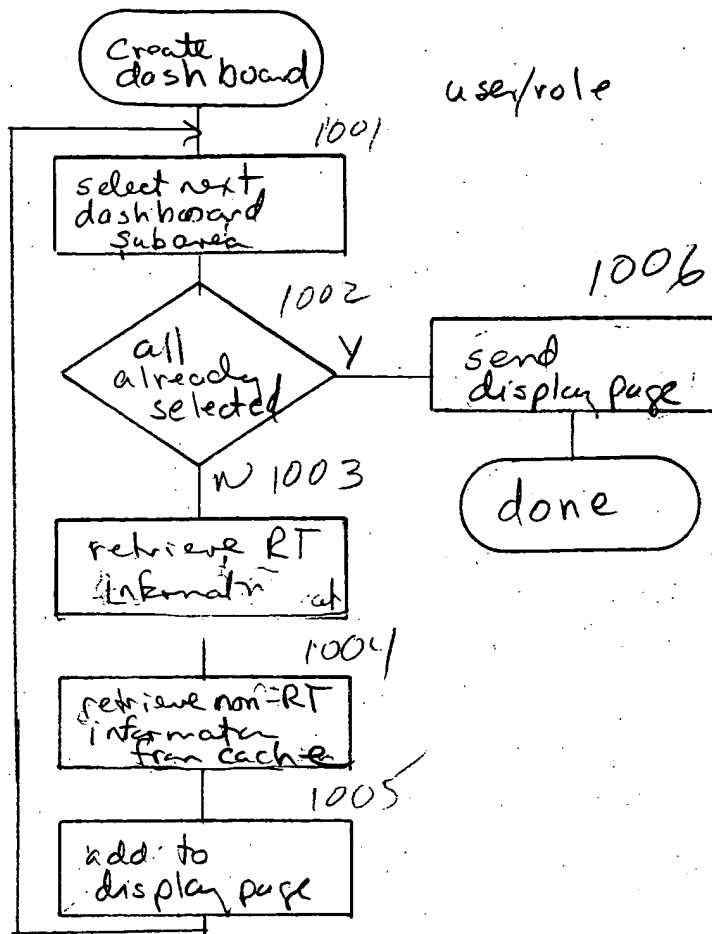


Fig 10

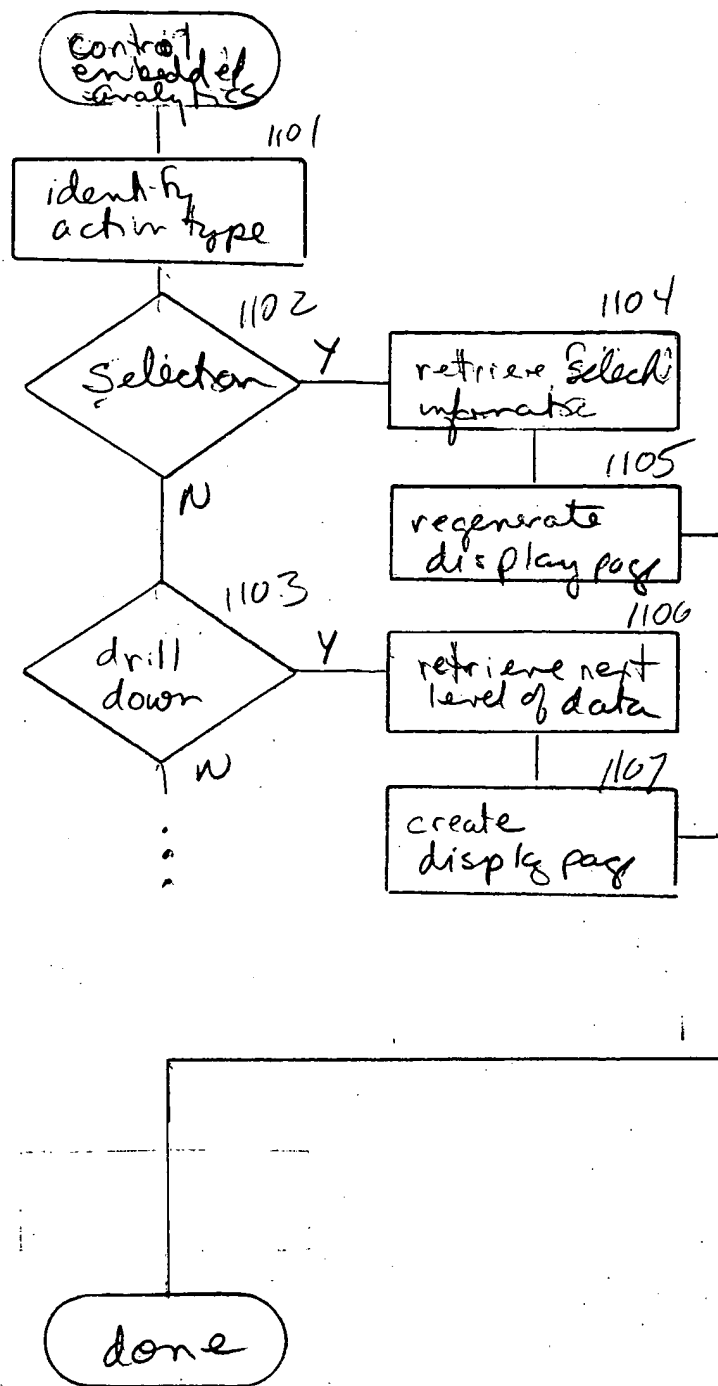


Fig 11

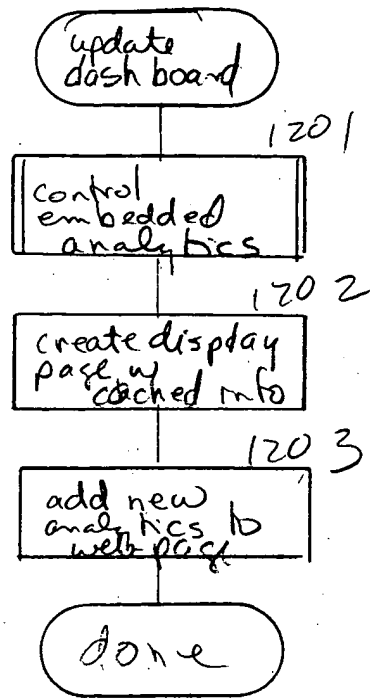


Fig 12